

Message Text

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ORIGIN EUR-12

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DRAFTED BY EUR/CE:JKWARD:KP

APPROVED BY EUR: MR. VINE

EUR/CE:JKORNBLUM

EUR/CE:DANDERSON

EB/EWT:MLORIMER (DRAFT)

COMMERCE/BEWT:MHUTCHINSON (DRAFT)

C:WSHINN

S/S - MR. ORTIZ

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O 222038Z AUG 75

FM SECSTATE WASHDC

TO AMEMBASSY BERLIN IMMEDIATE

C O N F I D E N T I A L STATE 200437

E.O. 11652: GDS

TAGS: BEXP, EGEN, ETRD, PFOR, GE, US

SUBJECT: US-GDR TRADE TALKS

REF: A.) BERLIN 6208 B.) BERLIN 6183

1. DOWNEY AND EMBASSY PLEASED THAT MFT FOCUSING MORE CLOSELY ON AGENDA AND OTHER SPECIFICS FOR VISIT AND THAT CHAMBER FOR FOREIGN TRADE WILL HANDLE ARRANGEMENTS.

2. WE AGREE TO AGENDA PROPOSED BY EMBASSY IN REF A, BUT REQUEST THAT TOPIC ON GDR MARKETING PLANS IN THE US BE EXPANDED TO ALSO COVER POSSIBLE GDR TRADE PROMOTION ACTIVITIES. US DELEGATION WILL PROBABLY RAISE A FEW OTHER POINTS SUCH AS BUSINESS PRACTICES IN THE GDR IN TUESDAY MORNING MEETING IF THESE NOT COVERED IN PRECEDING DISCUSSIONS AND EMBASSY SHOULD MAKE SURE THAT GOELDNER
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UNDERSTAN;DS THIS.

3. GDR EMBASSY AUGUST 20 HANDED EUR/CE SLIGHTLY MORE
DETAILED PROGRAM FOR VISIT. AUGUST 31 SAME AS REF B WITH
ADDITION OF VISIT TO DOWNTOWN LEIPZIG SECTION OF FAIR AND

SIGHTSEEING TRIP IN COMPANY OF CHIEF OF FAIR OFFICE
FOLLOWED BY TECHNICAL DISCUSSION WITH GENERAL DIRECTOR
OF FAIR AND RESPONSIBLE DIRECTORS OF FOREIGN TRADE AND
INDUSTRIAL ORGANIZATIONS ON PRODUCTS WHICH THE GDR WISHES
TO EXPORT TO THE US. SEPTEMBER 2 SCHEDULE SAME AS IN
REF B. THIS PROGRAM IS ACCEPTABLE AND WE ASSUME THAT IT
WILL BE THE ONE FOLLOWED.

5. IN ORDER TO PREPARE FOR THE TECHNICAL DISCUSSIONS,
DELEGATION URGENTLY NEEDS TO KNOW WHICH INDUSTRIES WILL
BE REPRESENTED DURING SEPTEMBER 1-2 MEETINGS. ROBINSON

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